



ADMI
INCORPORATED

Presentation and Submission to



REQUEST FOR QUALIFIED DEVELOPERS

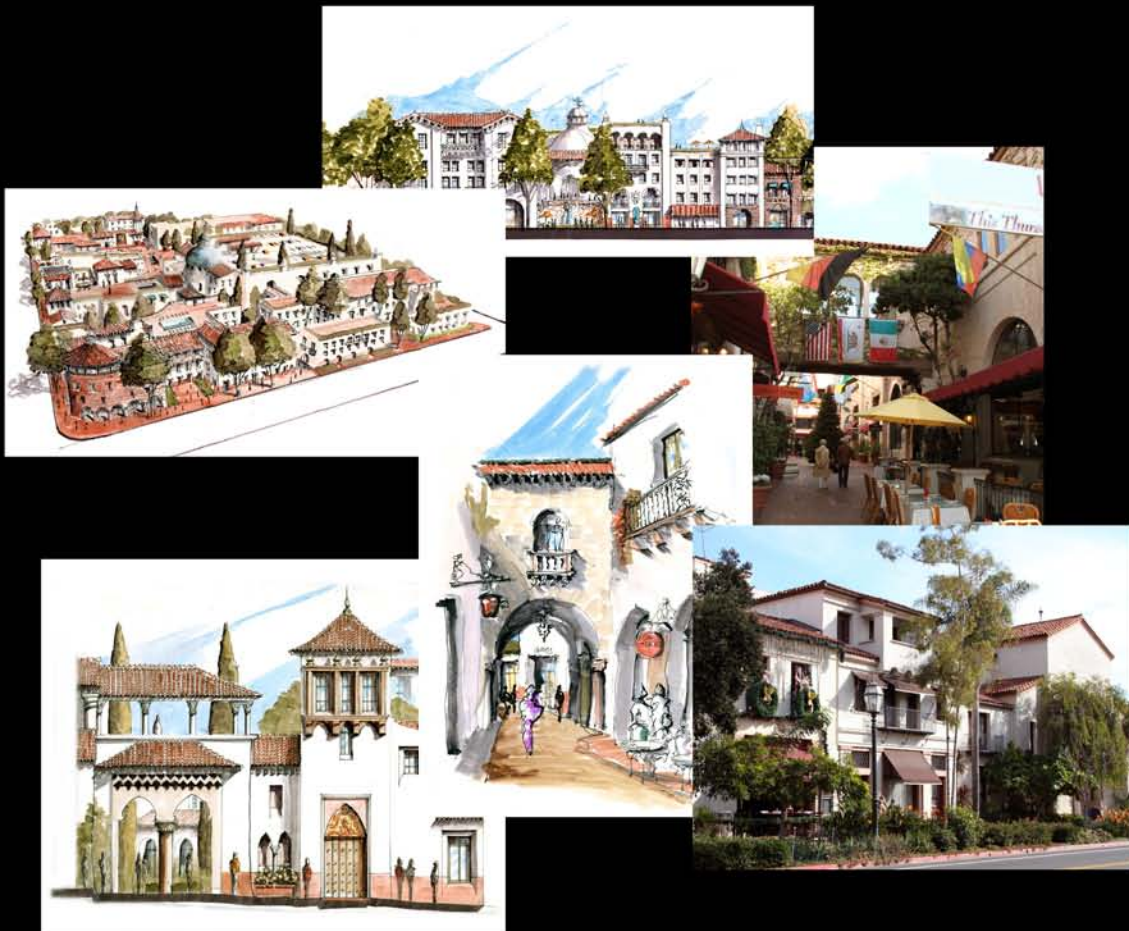


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December 14, 2009
David Heindel, Assistant to the City Manager
City of Morgan Hill
17555 Peak Avenue
Morgan Hill, California 95037

Subject: Response to Request for Qualified Developers – Downtown Development Opportunity

Dear David,

On behalf of the former Executives of the Walt Disney Company, now comprising ADMI, Inc. and globally recognized companies such as: Gensler Urban Design and Coldwell Banker Commercial we are pleased to submit to you our response to the Morgan Hill Downtown Development Opportunity Request for Qualified Developers.

The consortium of qualified companies stated above is thrilled to collaborate in such a noteworthy venture and will uniquely position the City of Morgan Hill unlike any other in the area. Our goal is to see this collaborative vision brought to fruition and generate an economic benefit.

ADMI, Inc. will be the lead development company and can be reached at the following:

Allen Moyer
18525 Sutter Blvd., Ste 180
Morgan Hill, CA 95037
ofc: (408) 776-0060
fax: (408) 776-0066
<http://www.admii.com>

A joint venture LLC will be created among the consortium above and other equity entities upon selection of this RFQ.

After your review, we would welcome a conversation or meeting with you to discuss the next steps.

Sincerely,

Allen Moyer
ADMI, Inc.

ADMI, Inc.

ADMI, Inc. is pleased to present this Request For Qualified Developer proposal as Master Developer for a new Mixed Use Development in the historic downtown area of Morgan Hill.

ADMI's intent is to create a world-class destination, which will become Morgan Hill's jewel for the community and visitors alike. It will respect the history and rich cultural influences of Morgan Hill while greatly expanding the potential of the City and also providing a substantial long-term revenue stream to the City of Morgan Hill.

*"We intend to honor
the City of Morgan Hill's
rich history"*

Throughout the following pages, we will take you through a description of our capabilities, experience, our management approach and qualifications, as well as our strategy for funding, design, construction, leasing, and operations. We believe that you will find that our depth of experience summarized in our qualifications is unmatched for the needs of our proposed development. Our ability to deliver distinct, high quality projects, of similar complexity as our proposal, is our collective project team's trademark.

Every development project has a unique set of goals. The management and professional talent that we will provide have the expertise to achieve our objectives to enhance the downtown area of Morgan Hill and allow it to economically flourish. Be assured that we intend to implement our vision to a successful completion and honor the City of Morgan Hill's rich history.

With ADMI, Inc. as Master Developer, we will manage all aspects from ownership, concept to delivery, utilizing local design and construction community, as appropriate.

Please allow us to thank you in advance for considering our proposal.

Sincerely,

Allen Moyer
ADMI, Inc.



We are pleased to submit our complete Request for Qualified Developer for this proposed Mixed Use Development to the City of Morgan Hill.

*"A successful project
is our only
measure of satisfaction"*

Former Walt Disney Imagineering, Sony and Apple Inc. Real Estate Development
Executive:
ADMI, Inc.
Allen D. Moyer
President

Global Urban Design firm:
Gensler
Andrew P. Cohen, FAIA
Executive Director

Worldwide Real Estate:
Coldwell Banker Commercial
Thomas Turk
Senior Commercial Executive

SUMMARY BRIEF

The City of Morgan Hill has developed a unique character since its founding in 1906. Its rural surrounding, small town ambiance and distinctive historic architecture have beautifully integrated the past and present.

Our intention is to follow the historic inspiration, and appreciation for the big dreams that led to Morgan Hill's distinctive sense of place and always respect the past while looking to the future.

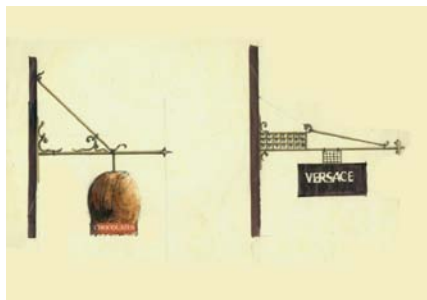
Today the City of Morgan Hill is a unique community, with its parks, aquatic center, centennial recreation center, outdoor sports center, library, promenade, retail, residential, restaurants and shopping centers all blending to form a foundation to build a whole new compelling and wondrous place for those who live here and visitors alike.

ADMI, Inc. would like to propose a Development Program that would expand and enhance the downtown area giving it a stronger sense of place and making it a destination that attracts more residents and visitors. To accomplish this we would propose a Mixed Use Project be developed, which would become the home to a number of residential and retail venues that will complement and enhance the current City of Morgan Hill downtown area.

It will express the spirit of the City of Morgan Hill in an authentic and straightforward manner both in its visual appearance, architectural integrity and people-centered focus on hospitality, relationships and fun.

This multi-level experience will express culture globally through food, music, entertainment, fashion, luxury goods and technology, and will express culture locally, as embodied and expressed by the people and heritage of the City of Morgan Hill.

We share the same vision as the City of Morgan Hill. We believe that in addition to the proposed enhancement of the sidewalks, landscape, signage and public art that the introduction of mid block courtyards and "Paseos" connecting main street to the public parking in the center of the block will not only increase the storefronts for retail businesses but it will



ADMI, Inc.

also create a multipurpose public space that could be used for outdoor dining, small performances or a venue for the display of temporary art.

By developing the mid-block court yards and setting the tall building elevations back from the main street we will mitigate the visual impact of the building's height.

Along the face of the street, introduction of outdoor terraces, loggias and projecting balconies above the first and second floors will also relieve the impacts of a tall building.

We will also consider the pedestrians' outdoor experience as well as the visual experience of the users of the buildings indoors.



The Development will be a *“green project”* and a variety of environmentally friendly techniques and practices will be employed to promote the overall sustainability of the Development. Outdoors, the use of tall deciduous street trees can provide the necessary shade during the hot summer weather, and allow the warmth of the sun during the winter. This passive approach will reduce the energy consumption of the buildings.



The Development being proposed would include expansive “year-round” “people spaces”, where residents and visitors alike could enjoy a portion of the downtown throughout the entire year.

From its timeless and authentic architectural design to its graceful charm, the Development will create a new “sense of place” for the City of Morgan Hill, which will offer sophisticated hospitality marked by casual elegance and invite a playful and fun approach to experiencing all that life has to offer. In this compelling environment, friends and family will meet to celebrate one another and to encounter the world that exists beyond their everyday lives.

ABOUT ADMI, INC.

*Why is
ADMI, Inc.
different?*

ADMI, Inc. is a team of highly qualified Development Executives with collective experience managing the design, construction, leasing and operation process for the private and public sector development. Our teams' major strength is our depth of experience in managing quality projects from major corporate campuses, mixed use, retail, entertainment venues (theme parks) to single one-of-a-kind amusement rides or boutique hotel developments. Our team has the ability and proven management to execute the City's requirements, and deliver the project within our budget, on time, and without sacrificing established quality goals.

We believe that our team's experience on a national and international level, combined with our keen understanding of the important issues relating to projects of this nature will ensure our success.

Our Team
ADMI
Gensler
Coldwell Banker

ADMI, Inc. will through the course of the entire project be responsible for the following:

*A systematic
approach that
really works...
time and time
again!!*

- Project Financing/Funding
- Project Development
- Program Management
- Project Management
- Design/Engineering Management and Coordination
- Construction Management and Coordination
- Leasing
- Facility Management, Operations, Planning and Logistics

ADMI TEAM

ADMI was created to provide development, program, project, construction, and facilities management for clients in the entertainment, hospitality, restaurant, retail, and commercial real estate industries.

Our executives have experience and a proven track record of over 150 years of collective experience managing the development design and construction process for the private and public sectors. Our major strength is our depth of experience in managing quality projects from major Mixed Use Projects, Retail/Entertainment Centers, Resorts and Theme Parks, to single one-of-a-kind boutique hotel projects.

While working for its Fortune 500 clients, ADMI Principles have been involved in most of its projects from original program development through final turnover. ADMI incorporates skills developed in one industry into cost-effective solutions for others. This experience has proven invaluable in the development and execution of large, diverse and challenging projects, as is demonstrated in our list of completed projects.

ADMI has been in business 14 years and has 20 full-time employees working on a variety of commercial, retail and mixed use projects.

ALLEN D. MOYER
President, ADMI, Inc.

Allen Moyer is a Real Estate and Development Executive with over twenty-five years experience in the design, development, project management, and construction of hospitality, commercial, retail and entertainment facilities. He has demonstrated success in leading organizations both domestically and internationally. Allen was most recently responsible for Real Estate and Development at **Apple Computer** with an annual budget of \$260 Million, six million square feet of facilities in 28 countries, and the Apple retail store design & construction rollout program.

As **Senior Vice President at Sony**, Allen assisted in the establishment of Sony Development and was responsible for the design and construction of all Retail Entertainment Centers nationally and internationally. This included the Sony Metreon in San Francisco, Odaiba Japan and Berlin, Germany Retail Entertainment Centers for Sony Development, an \$800 Million program.

While with **Walt Disney Imagineering**, as Sr. VP and President of SETEMO Imagineering, Allen was responsible for delivering approximately **\$3.3 Billion of Disney** quality product. This included direction of the design and construction efforts for the **Euro Disneyland** expansion and the initial development of **Disney-MGM Studios** Europe. During his thirteen-year tenure at the **Walt Disney Company**, Allen held the positions of Vice President, Executive Director, Director and Senior Level Positions of Project Management and Construction Management. Projects included the \$90M Living Seas Pavilion at Epcot Center, the Wonders of Life Pavilion at Epcot, the nighttime entertainment complex Pleasure Island and the 50-acre aquatic playground, Typhoon Lagoon, located in **Walt Disney World**.

Allen holds a Bachelors degree with a minor in Real Estate & Land Planning in Design from the College of Architecture, and a Masters of Art & Architecture with a minor in Real Estate & Real Estate Law, and Structural and Civil Engineering, both from the University of Florida.

WILLIAM R. SIMS, AIA *Executive, ADMI, Inc.*

Bill's 45 year career spans both the public and private sectors. After graduation from the University of Kentucky with a BS in Civil Engineering, Bill entered the Air Force with a reserve commission from ROTC. With an Air Force scholarship to Princeton University, Bill graduated with a Master of Fine Arts in Architecture and is a licensed Professional Engineer and Architect in his home state of Kentucky.

In the rank of Colonel, he commanded an award winning design-build 550 person Engineering Squadron in Korea and the 1500 person Civil Engineering Group at Kadena, Okinawa. Bill became **Vice Commander of the Air Force Regional Civil Engineer** for the deployment design and construction of the MX missile system, then moved on to become the **Deputy Chief of Staff, Engineering and Services, Air Force Systems Command**, directing an annual budget of \$500 million. Bill received two Legion of Merit Awards from the Air Force for "successfully directing the largest environmental planning effort in Air Force History" and for "effectiveness and successful programming and construction of the most complex, one-of-a-kind facility projects in the history of the Air Force."

After retiring from a successful career in the Air Force, Bill accepted a position with **Parsons Company** in California. His responsibilities were the technical and administrative direction of architecture, engineering and procurement support for all of Parsons' Walt Disney Imagineering projects, the largest and most important of which was the Wonders of Life Pavilion at EPCOT Center.

Later, as **Vice President Architecture and Facility Engineering** with **Walt Disney Imagineering** home office in California, Bill was responsible for selecting and developing in-house architects, engineers, land planners, store and kitchen planners, show set and lighting designers, and prop designer/buyers. He was also responsible for the selection, acquisition, and owner management of outside A-E firms for all Walt Disney Imagineering projects worldwide.

In 1992, Bill became **Senior Vice President, Walt Disney Imagineering - Florida**. In this role Bill was responsible for the design and construction of \$350 million in theme park attraction development at **Walt Disney World**, including Sunset Blvd. and Tower of Terror at Disney/MGM Studios, the Alien Encounter in New Tomorrowland at the Magic Kingdom, and Honey I Shrunk the Kids at Epcot, among others.

HENRY LENNY *Executive, ADMI, Inc.*

Henry Lenny is a 26-year professional with experience in a full spectrum of project types, styles, uses and sizes. Over the years, he has completed work in Mexico, France, India, China, Europe and various parts of the United States. His work includes Mixed Use, Hotels and Resorts, Retail Entertainment, as well as Municipal work including Parks, Parking Structures, Libraries and the Revitalization of Downtown Areas for various municipalities in California.

After finalizing his studies in Architecture from the Autonoma De Guadalajara, Henry migrated to the United States and became a partner in the firm of **Mahan and Lenny Architects**. Later he started the firm of **Lenny Yates Van Hoy, Inc.** where he was President and CEO of the company. Six years after, he left the firm and formed **Henry Lenny Design Studio, Inc.** specializing in all aspects of Design, including Architecture and Urban Planning.

Henry as a Design Consultant for the City of Santa Barbara, San Clemente, Palm Springs, and Acapulco, Mexico. Additionally he has been a Commissioner with Santa Barbara Landmarks Commission for 22 years, The Board of Architectural Review, and The Sign Committee. He co-author the Historic Landmarks Ordinance, Architectural Guidelines for the Historic District of “El Pueblo Viejo” and the Sign Guidelines for the City of Santa Barbara and San Clemente.

Henry has been **President of The American Institute of Architects** (Santa Barbara Chapter), **Commissioner of The California Council of the American Institute of Architects**, and past **Board Member of the California League of Cities**. He has been actively involved in numerous Boards of Directors of non-profits organizations such as Trust for Historic Preservation, Santa Barbara Museum of Art, Citizen Planning Association and many others.

As an Executive with ADMI, Henry will take a very active role in working with the City of Morgan Hill this approach has proven to be a very beneficial in the process of entitling projects as well as forming a “joint venture” relationship with decision makers and the community as a whole.

JAMES J. NAGY, JR.
Executive, ADMI, Inc.

Jim Nagy is a development Executive with over forty years of experience in the Development, Architectural and Construction fields.

Jim demonstrated success in coordinating master planning efforts for proposed real estate developments, project managing projects such as the Renaissance Center in Detroit, the GM Building on Fifth Avenue in New York in the late 70's. Jim worked for **Tishman Construction** as Project Executive for the Walt Disney World Dolphin and Walt Disney World Swan Hotel complex project. This was Southeast's largest Convention/resort complex during that time, with 2,267 guestrooms and 245,000 square feet of public space on 90 acres.

Jim became **President of Tishman Florida** in 1983 and completed the Hilton Hotel at Walt Disney World Village as well as EPCOT Center project expansions including the Horizons, Living Seas, and Wonders of Life pavilions; and MGM Studios Tours expansions including the Muppet's Theatre attraction and restaurant, back of house facilities and infrastructure improvements. Jim was fully responsible for all regional operations including pre-construction consultation and construction. As Sr. Vice President of Tishman California, Jim coordinated the Disney and Tishman efforts in design, production and execution of all Construction Documents for all shows and Rides for EPCOT Center, including coordination with construction personnel in completing installations for this turnkey project.

In 1993 Jim became **Sr. Vice President of Development for Universal Studios** "Islands of Adventure" in Orlando, Florida. In this position he created a 300 personnel organizational structure, led theme park development planning, design & construction for a new \$2 billion theme park and entertainment center. This development plan included parking structures totaling 20,000 spaces. As **Vice President & Project Director of Hotel Development at Universal Studios**, Florida Jim led the planning, design and construction process for the hotel partnership, UCF Hotel Venture/ Loews Hotels. This included coordination of feasibility, concepts, design and construction for over \$300 million construction destination resort/hotels within the theme park.

Jim holds a Bachelor of Architecture for the University of Notre Dame, and a Master's in Architecture from the University of Michigan.

WALTER E. WROBLESKI
Executive, ADMI, Inc.

Walter leads the Development entity of ADMI with over 30 years of Project and Construction Management Experience. This experience includes twelve years with The **Walt Disney Company** in various management positions, including Vice President, Executive Director, Director of Project Management, and Senior Project Manager.

As Vice President of Project Management, Walter was responsible for directing **Disney's California Adventure theme park** construction and infrastructure, as well as the construction management planning for the Hong Kong **Disneyland Resort**, projects valued at \$2.4 billion. Additionally, Walter managed project design and implementation for Disney Cruise Lines in Venice, Italy; Disney's Animal Kingdom in **Walt Disney World** Orlando, Florida; and **Disneyland Paris** theme park expansion attractions.

While a Construction and **Project Manager for J.A. Jones Construction Company**, Walter oversaw construction of 900 North Michigan Avenue, Chicago IL, a \$450 million, 66 story mixed use complex of 2.7 million square feet, and 311 South Wacker, Chicago, IL. a 1.4 million square foot, 65 story office building which was the tallest reinforced concrete building in the world at the time of its construction. Walter also Project Managed the construction of the Place Saint Charles office tower, and the Hotel Intercontinental, both in New Orleans.

Walter holds a Bachelor of Building Construction from the University of Florida, and has completed various other independent leadership and management courses, which round out his vast experience in Construction Project Management.

DAVID SPENCER
Executive, ADMI, Inc.

David spent 22 years at **Walt Disney Imagineering** where he held challenging management positions in a variety of Disney projects worldwide. In 1990 David was assigned to the **Euro Disneyland** project as the Director of Show and Ride Electronic Engineering. In this role, he managed the design, development, production and installations of all attractions and park-wide systems. Dave became **Walt Disney Imagineering's Executive Director of Research and Development** in 1992 where he was responsible for Show and Ride technical development for the company's theme parks worldwide.

David joined **Sony Development** in 1994, where he was responsible for managing the development of the attractions and building-wide systems for Metreon - A Sony Entertainment Center in San Francisco. Metreon included over 350,000 square feet of retail, cinema, IMAX, restaurants and highly themed attractions. In addition to Metreon, David managed the team that developed the attractions for the Sony's European headquarters in Berlin, in January 2000 and a second location-based entertainment site in Tokyo that opened in April 2000.

Most recently David has consulted for a wide variety of international clients, including ALDAR Properties and the development of a Ferrari theme park in Abu Dhabi, the Chinese Space Academy and the development of ExploraSPACE, a space oriented theme park in Beijing, Parc Phoenix theme park, in France, a major Retail Entertainment and Convention Center development in Ghent, Belgium and many others.

David has extensive experience with all phases of technical project management, including design, engineering, production and installation and holds five US Patents for Theme Park related technology developments.

BRIAN ROGERS

Chief Financial Officer, ADMI, Inc.

Brian has a 25 year history with ADMI's President, Allen Moyer, having worked with him for ten years at **Walt Disney Imagineering**, where they traveled the world expanding the Disney resort business by over \$3 billion and then joining Allen at **Sony** where he spent two years as the finance leader for all Retail Entertainment Centers globally, including Sony Metreon in San Francisco, Edaiba Japan and Berlin Germany, an \$800 million program.

When **Universal Studios** decided to compete directly with The Walt Disney Company in the resort business they brought Brian on board as **Vice President Finance** to establish the Controls group for a five year, \$5+ billion development program to expand the hotel, theme park, entertainment, retail and infrastructure business around the world including Universal Studios Islands of Adventure Theme Park, Orlando, FL; CityWalk, Orlando, FL; Universal's Portofino Hotel, Hard Rock Hotel, Royal Pacific Resort Hotel, Orlando, FL; Wet 'N Wild water park expansion, Orlando, FL; Universal Studios Japan Theme Park, Osaka, Japan; expansion of Universal's Port Aventura Theme Park, Barcelona, Spain; expansion of Universal Studios Theme Park, Hollywood, CA; major expansion CityWalk, Hollywood, CA.

Brian became **Chief Financial Officer Corporate Real Estate** for **Safeway Inc.** where his responsibilities included financial management of over \$1.2 billion in annual revenue from property management of company owned shopping centers with over 1,100 tenants. In addition, Brian consolidated financial reporting and was on the real estate committee that approved nationwide land acquisition, development, design, construction and reporting on an annual \$1.5 billion capital expansion program.

In the private sector Brian served six years as **Chief Financial Officer for the Heil Companies**, providing financial acumen and operating expertise to this real estate development and construction company that operates in the western U.S. with offices in Southern California and Park City, Utah focusing on retail, office, housing, resort and institutional development/construction.

Brian has an undergraduate degree in Business Administration from California State University Fullerton and a Master's of Business Administration from UCLA.

JOHN DURHAM

General Counsel, ADMI, Inc.

John brings diversified Legal and Procurement experience to ADMI, Inc. through experience in Project Management of domestic and international entertainment and heavy industrial projects. He has demonstrated writing skills with emphasis on risk/claims avoidance, forensic claims analysis and litigation management experience of construction claims and actions.

John's responsibilities and experience include legal activities for the design, construction management and construction of retail and entertainment projects and corporate legal practice, as well as managing outside counsel in property acquisition and litigation requirements. He is also responsible for managing all procurement activities, negotiating labor issues, and engaging and managing outside counsel in Human Relations and construction litigation/arbitration. He has developed and implemented Project Management Procedures; Procurement policies and procedures; and standard contract terms and conditions for ADMI, Inc.

John has held the positions of Vice President/Associate General Counsel of SDI Development at **Sony Corp.**; Director of Contract Administration at **Apple Computer, Inc.**; as well as Director of Procurement and HR at **Walt Disney Imagineering** for the expansion of **Euro Disneyland**.

THEODORE BARBER *Executive, ADMI, Inc.*

Theodore “Ted” Barber brings a high degree of skill and expertise, with over 30 years of broad base experience in the food service, hospitality and construction related industries. Ted has served as **Chief Operating Officer for the Bertucci’s Corporation**, a \$152 million casual dining chain listed on the NASDAQ exchange. In addition, he has served as **Chief Executive Officer of Semolina Restaurants**, a \$52 million franchise chain of International Cuisine Restaurants. After achieving the objectives of the Board of Directors, he began work as **Corporate Vice President of Procurement at Ameristar Casino’s, Inc.**, as well as acting Vice President of Food and Beverage for Ameristar’s 6 casinos.

Ted held the position as liaison between the food service consultants, architects, engineers and contractors for several Ameristar projects. Most noteworthy was the food and beverage service designs for the crown jewel of the company, the Ameristar Casino St. Charles. Additional credits include work on prestigious projects for companies such as The **Walt Disney World Co.**, **Euro Disney SCA**, Sony Entertainment, Tishman Hotels, Baha Mar Resort (Bahamas), Marriott, Harbor Island – Florida, Penn National Gaming, Full House Resorts and Fantasy Springs Resort and Casino.

Ted Barber provides financial and procurement services for clients with an emphasis on improving fiscal performance, effective cost impact and providing prudent operational guidance. His procurement skills were sharpened at the helm of The **Walt Disney World Company** Food, Beverage, Equipment and Supplies purchasing, with annual procurement budget of \$85 million. Ted was named the food facilities liaison and design manager between **Walt Disney Imagineering**, **Walt Disney World** operations and Tishman Construction for the \$1.4 billion dollar EPCOT Center at **Walt Disney World Florida**. Ted continued to provide design management, procurement and installation services to The Walt Disney Company for several years.

Ted Barber is acutely aware of the needs of the client and the related project stakeholders including operations, culinary, architecture, interior design, mechanical engineering, construction services, budgeting, estimating and forensic contract and design research. He adheres to a fundamental process that governs the overall and systematic progression, whose ultimate objective is to achieve the expectations and minimize the risks of the client.

CONSTRUCTION MANAGEMENT

ADMI, Inc. will not self-perform construction work. ADMI, Inc. will competitively bid the project to selected local General Contractors and Construction Managers.

ABOUT GENSLER

Gensler is a global architecture, design, and planning firm with 30 offices and over 2,800 professionals in Asia, UK, and the Americas. The firm has over 3,500 active clients in virtually every industry and delivers projects as large as a city and as small as a task light for an individual's desk.

Gensler is distinguished by an unwavering commitment to our clients' success. Everything we design, from the innovations we imagine to the value we deliver, reflects our clients' priorities and their opportunities for sustained success.

Gensler's talented staff offers a wealth of specialized knowledge across a wide breadth of industry sector coverage. Through our practice areas, we deliver specific building and project types that meet our clients' myriad needs around the world. Our collaborative, integrated approach blends the diverse knowledge of these specialties to explore new possibilities and give clients competitive edge through fresh ideas.

We know that our clients are looking to create places that people want to be today - and tomorrow. Our clients don't want to follow trends, but anticipate them. We understand the critical role that design plays in achieving this goal. We design integrated communities that support a variety of uses. Through connections and juxtapositions, the whole of each project should exceed the sum of its parts.

ANDREW P. COHEN, FAIA *Executive Director*

Andy Cohen has been a design leader with Gensler for over 26 years. His entrepreneurial approach to the practice of architecture led to his appointment in 1995 to Managing Principal of the Los Angeles office and to Executive Director in 2005.

A true champion of design excellence since joining Gensler in 1981, Andy has spearheaded the growth of the firm's global entertainment practice. Andy is a registered architect in 20 states, and was named a Fellow of the American Institute of Architects in 2005. Possessing a depth of experience in both architecture and interior design, Andy is a design leader whose client focus is creating environments that realize long-term cost/benefit relationships, and provide flexibility for growth and technological change. Andy also serves on Gensler's Board of Directors where he contributes to the strategies and policies that guide the firm's long-term growth in the global marketplace. Andy is renowned as one of the creators of what is acknowledged by its peers to be the largest, most respected and best managed architecture firm in the United States. He individually is credited with pioneering new project types and management processes that continue to shape the industry.

Selected Project Experience

- 108 North State Street, Chicago, IL
- The Glen Town Center, Glenview, IL
- Guess? Flagship Store, Chicago, IL
- Apple Retail Stores, Multiple Locations
- Disney, California Adventure, Hollywood Land, Retail and Theme, Anaheim, CA
- Disney Studios Master Plan, Los Angeles, CA
- DisneySeas, Themed Land, Second Gate, Tokyo Disneyland
- Sony Theaters, Lincoln Square, New York, NY
- Easton Town Center, Columbus, OH
- House of Blues, Various Locations, Nationwide
- MGM City Center, Las Vegas, NV
- A's Ballpark Village, Oakland, CA
- Sherman Oaks Galleria, Sherman Oaks, CA
- The Strand Redevelopment, Huntington Beach, CA
- River Oaks District, Houston, TX

MARTY BORKO

Principal

Marty Borko is a Principal in the Santa Monica office of Gensler. During his more than 25 years of experience in architecture, Marty has developed a unique expertise in urban planning and large-scale design through projects that have called for analysis, conceptual design, consensus building, planning, study, and design. His focus is in providing leadership to the multi-disciplinary teams necessary to solve these complex contemporary design problems in today's urban context.

Marty leads both the Entertainment and Mixed-Use practices in Gensler's Los Angeles office, while also directing Gensler's firm wide Entertainment Task Force. He is also a member of the Entertainment Council of the Urban Land Institute.

Selected Project Experience

- 108 North State Street, Chicago, IL
- The Glen Town Center, Glenview, IL
- Lindenhurst Village Green, Lindenhurst, IL
- Easton Town Center, Columbus, OH
- Apple Retail Stores, Multiple Locations
- Club Nokia at LA Live!, Los Angeles, CA
- House of Blues, Various Locations, Nationwide
- National Harbor Master Plan, Prince Georges County, MD
- A's Ballpark Village, Oakland, CA
- Guasti Vineyard Redevelopment, Ontario, CA
- The Strand Redevelopment, Huntington Beach, CA
- River Oaks District, Houston, TX
- Downtown Disney AMC Theater, Anaheim, CA
- Disneyland Hotel Ballroom, Anaheim, CA
- Dome Entertainment Center, Hollywood, CA
- Sylvia Park, Auckland, New Zealand
- Hengqin Island, Macau, China
- Guasti Vineyard Redevelopment, Ontario, CA
- Everett Riverfront Town Center, Everett, WA

OUR TEAM LEASING COLDWELL BANKER COMMERCIAL

ABOUT COLDWELL BANKER COMMERCIAL

Coldwell Banker Commercial (CBC) organization with over 100 years in the industry is the preeminent name in commercial real estate, experience and size count and the CBC organization is prepared to provide the market information to support ADMI Inc.'s key business decisions regarding the proposed Mixed Use Development.

Corporate Infrastructure

Our Professionals have global resources and management tools available to provide the expertise, Financial and Market Analysis for the various property types included in ADMI Inc.'s proposed Mixed Use Development efforts. The collective commercial real estate experience and know-how found in the Coldwell Banker Commercial systems is without comparison in the development industry- giving ADMI Inc. insight in finalizing the development program.

CBC understands that commercial real estate is a fluid and ever-evolving process which will be imperative as ADMI Inc. finalizes the program for the proposed Mixed Use Development in anticipating and capitalizing on the market evolution.

CBC will assist the project team in establishing ADMI Inc. tenant goals and criteria including market requirements, competition analysis, highest and best use Market Analysis. Utilizing CBC's Client Information Technology data and statistics team in the preparation and negotiating all Lease Agreements.

Coldwell Banker Commercial

Coldwell Banker Commercial Affiliates, Inc. is a leading franchisor of commercial real estate services through the Coldwell Banker Commercial brand. The Coldwell Banker network of commercial brokers can be found in 30 countries in North America, South America, Europe, Asia, Africa and Australia.

A subsidiary of Realogy Corporation, the world's leading real estate franchiser, CBC was founded in 1906. Since 1998 the CBC brand has aggressively expanded under both an affiliate and company-owned business model, resulting in superior coverage throughout primary, secondary and tertiary markets.

More information: www.coldwellbankercommercial.com

Realogy Corporation

Realogy Corporation, a global provider of real estate and relocation services, has a diversified business model that includes real estate franchising, brokerage, relations and title services. Realogy's world-renowned brands and business units include Better Homes and Gardens Real Estate, Century 21, Coldwell Banker, Coldwell Banker Commercial, The Corcoran Group, ERA, Sotheby's International Realty, NRT LLC, Cartus and Title Resource Group.

Collectively, Realogy's franchise systems have approximately 14,500 offices and 268,000 sales associates doing business in 93 countries around the world.

Headquartered in Parsippany, N.J., Realogy is owned by affiliates of Apollo Management, L.P., a leading private equity and capital markets investor.

More information: www.realogy.com

Apollo Management, L.P.

Founded in 1990, Apollo Investment Corporation is a recognized leader in private equity investing, having invested more than \$14 billion since its founding. Since its inception, Apollo has raised more than \$25 billion in capital, primarily from institutional investors.

More information: www.apolloic.com

THOMAS TURK

Senior Commercial Executive

Coldwell Banker worldwide is a 102 year old corporation comprising 260 companies with 3,000 professionals throughout the U.S. and internationally. The organization deftly combines a powerful international presence with the agility of a regional market innovator.

Thomas is a **Senior Commercial Executive** located in the Regional Office, Northbrook, (Chicago) IL. He has 26 years experience; conducting domestic and international work: completed hundreds of transactions; personally and exclusively represented Fortune 500 companies. Represented major law firms –largest- 250 lawyer firm in the Sears Tower Chicago; awarded largest commercial transaction in suburban Chicago; awarded **CBRE rookie of the year; CBRE leader national accounts swat team**; appointed leader of **CBRE National Corporate Advisory Services Group**; helped TRW reorganize their entire national real estate department; started two successful Real Estate companies; has directed teams comprised of architects, engineers, property managers and attorneys; negotiated internationally, works with best of class corporations globally: engineering, development, design, appraisal and architectural firms.

Thomas has personally / exclusively represented major fortune 500 companies. A short list to follow:

- Motorola
- Kraft
- TRW
- Union Carbide
- John Hancock Insurance
- Gerber
- North American Van Lines
- Rayovac
- Travelers Insurance
- Louisiana-Pacific Corporation Seagate Technology
- Handled national headquarters relocation negotiations for international corporations such as British Steel

RICHARD F COLES, SCSM
Vice President / Associate Broker

Richard Coles is a **Vice President / Associate Broker** located in the Regional Office, Salt Lake City, UT, which has been the number one office for Coldwell Banker Commercial over the past several years. Richard has over 30 years of experience conducting domestic and international commercial real estate work. He has managed and leased several mixed use developments and regional malls for major developers around the country; including the management teams and leasing teams for retail, office and industrial. He also has experience supervising architectural, design, engineering and marketing teams. He is currently representing several National Retail and Hotel chains in locating new sites, including: Jared Galleria of Jewelry, Kay Jewelers, Marriot Hotels, Harvest Fresh Grocery Stores, Cash & Carry stores, Pier 84, Tucano's Restaurants, Wells Fargo Bank, GNC, American Family Entertainment Centers, UberBerry Frozen Yogurt, Farr's Fresh Ice Cream and Frozen Yogurt Café, NYPD Pizza, Dusit Thani Hotels and others. The Salt Lake City office represents over 70 national retail tenants and restaurants.

Richard has been a **City Councilman**, a **Redevelopment Agency Board Member**, **Chairman of the Board of Directors of Central Business Improvement District**, **President of The Downtown Retail Association for Salt Lake City**, and for several years worked on the **ICSC Regional Planning Committee**.

In the 1990's, Richard assisted the Salt Lake Olympic Committee in winning the Olympic Bid for the 2002 Salt Lake City Winter Olympics.

ADMI'S VISION FOR MORGAN HILL

A Mixed Use Development

*"Premier Social Destination
for Morgan Hill with
Unparalleled Experience"*



If we took the setting of Morgan Hill, small town ambiance, distinctive architecture and an overall sense of serenity and tranquility, we find the character defining features and the basis for setting a blueprint for the future.

The principle challenge that small developing communities face, is the need to respond to the growth and management of the impacts related to such growth. The increase in density based on demand poses the most difficult challenge. However, if a comprehensive vision is incorporated in the master planning of the community, density can prove to be a powerful allied with multiple benefits that with long lasting positive implications in the far future.

Regardless of the size and scale of the community, its character and the preservation of its founded spirit will forever insure the economic and aesthetic success.

It is important but often difficult to create a place which “reminds people of a place they never been to before”. It is the creation of a place that incorporates the element of romance, surprise and discovery, a place that one never wants to leave and if you do, it is a place you look forward to coming back to over and over again.

The streetscape and the urban experience

Widening the sidewalks can offer multiple opportunities to the retailers and the public. It would allow outdoor dining, public art, and other general activities creating a dynamic place and thus shifting the importance of the street from the automobile to the public.

Modulating the façade of the buildings along the sidewalks, at mid-block intervals creating courtyards, paseos and plazas would visibly increase the width of the sidewalks and maximize the storefronts to the benefit of retailers.

The use of simple paving materials such as common brick, decorative tree grates, street signs and low intensity lighting, enhanced pedestrian intersections are amenities that add character to the downtown district.



ADMI, Inc.

SCOPE OF DEVELOPMENT PROJECT DESCRIPTION



Street landscape

The use of tall deciduous street trees can provide the necessary shade during the hot summer weather, and allow the warmth of the sun during the winter. Species of trees should be selected to insure that the visibility of the storefronts and signage remain unobstructed while at the same time the canopies would help mitigate the visual impact of tall buildings along street.

Street level landscaping should be kept to a minimum, instead, the introduction of flower containers mounted on lampposts have a greater visual effectiveness.

Signage

It has been said that signs are the "jewelry of the buildings". Signage can significantly add to the character of the streetscape. Carefully proportioned and crafted projecting brackets, three dimensional forms, and illuminated signs can Municipal and directional signage should be design with the same level of detail and consistency.

Other communities have established sign committees that successfully insure that a comprehensive sign program is adhere to as businesses come and go.



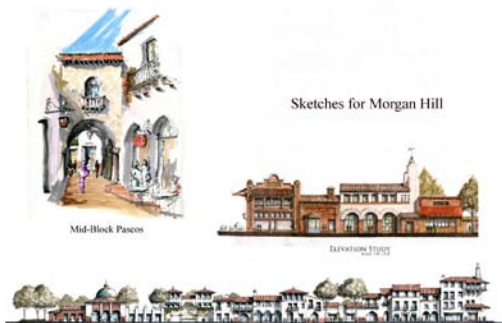
The Size, Bulk and Scale of new buildings

The new buildings profiles should vary in height and special consideration to the terminations of the roof forms are important features that add visual interest from the higher levels of the community.

By incorporating the mid-block courtyards, setting back the facades of tall building and introducing skyline trees will mitigate the visual impact of the building mass and height

Along the face of the street, introducing outdoor terraces, loggias and projecting balconies above the first and second floors will also relieve the impacts of a tall building.

It is important to consider the pedestrians outdoor experience as well as the visual experience of the users of the buildings indoors.



Character Defining Features

In our view, it is imperative to identify, protect, and enhance the historical defining features of the city.

SCOPE OF DEVELOPMENT PROJECT DESCRIPTION

Other cities such as Santa Barbara, San Clemente and San Juan Capistrano have successfully grown while preserving their original historic character.

ADMI will endeavor to develop a unified urban concept based on the needs and vision and the tradition of the community, timeless and sustainable architecture that will forever reflect the unique personality of Morgan Hill.



Gross Value and Proposed Site(s)

ADMI has an initial source of **\$200 million** in funding through Argenta Group (AG) for the development of all the sites identified in the RFQ.

ADMI's proposal is to bite the apple one piece at a time and move at a pace that is economically feasible. We would negotiate a first right of refusal on all parcels with a **focus on site A** initially.

Community Engagement and Involvement

ADMI recommends the formation of a process in which the City, the Community and ADMI become involved at every phase of the development process.



We would form a coalition through a “Joint Venture” process with all interested citizens to insure that the goals of the City and the Community are met. Examples would include:

- Pre-design community workshops in which the City and ADMI present the goals and the master plan for the development.
- Presentation of schematic concepts by the City and ADMI to the Community in order to obtain valuable input from merchants, residents and potential users of the development.
- Establish in-progress presentations to the community in a workshop environment as opposed to public hearings throughout the entitlement process.

Plan Objectives in Support of Agency Goals

The revitalized downtown area shall invite the visitor or resident into a nestled, charming respite. Restaurants, lounges, and outdoor cafes serve to entertain while quaint boutiques, bookshops and other downtown stores create a distinctive pleasant experience to all.

Alongside the shops, wide brick laid sidewalks, canopy trees, and colorful containers of flowers serve as the restful background that surround outdoors cafés and al fresco dining. People watching, encounters with friends and business discussions become the preferable venue.

ADMI, Inc.

Prominently placed, the new Third Street Promenade aims to restore the spirit that defines the historical character of Morgan Hill. The new twenty-three foot promenade, with its water features, an active streetscape that will allow for variety of community events including; outdoors art exhibits, festivities, music performances and a farmers market will intertwine a burgeoning community, creating memories that will define the future of Morgan Hill.

Scale of the Development

The building massing and articulation should vary, both at the ground level and the termination of each building.



The height and massing of the building at the sidewalk level is mitigated by using several techniques:

Ground Level

The inclusion of skyline canopy trees at the sidewalk level, building arcades, awnings signage and light fixtures.

Building Massing

Buildings should step back at the second and third floors to create outdoor terraces and landscaping. Buildings should vary in height at the top floors and roof areas by introducing variations of roofline of various heights, projecting balconies, overhangs, parapets and a variation of roof styles and materials.

Programming Sites A and B

ADMI envisions a mix of retail and residential anchored by Cinema. The programs and ultimate uses will need to be determined upon finalization of a proforma and investment of capital based on:

1. Tenant Mix
2. Tenant Requirements
3. Target Market/Survey

That being noted, ADMI believes the project should support a 60/40 split of retail to residential inclusive of a portion of the parking requirement.

Sites C and D

To be determined as additional phases of the development and could include the following:



Dining, Retail and Entertainment

The Development will include Dining, Retail and Entertainment experiences in Sites A and B, offering visitors a selection of culinary environments and retail experiences along with the cinemas. Visitors will be intrigued by the enticing aromas and sumptuous flavors and dazzled by the unique offerings from specialty retailers. Throughout the year various areas of the Development will be themed to promote Morgan Hill events and festivals, where residents and visitors can celebrate all that life has to offer.



Office Space

Although not considered in Sites A and B, office space is possible in the future development of sites C and D. The Development will be a place where people will not only enjoy a great working environment but can also shop, play and stay.

Offering flexible office space with abundant natural light and picturesque views, the office space within the Development will exceed the needs and desires of any company.

In addition, associates and clients alike will have a multitude of on-site accommodations, amenities and services at their fingertips. They will be able to avoid the drive for lunch or dinner by taking a few steps to a number of casual and fine dining options just outside their office door. Entertaining clients will be a breeze within the tranquil ambience of the Development.

If a successful proforma is developed ADMI will integrate a boutique Hotel in the downtown area, specifically designed for guests wishing to extend their stay. The rooms, views, atmosphere and service will all be themed and will have immediate access to the numerous restaurants, shops, and other recreational activities located throughout Morgan Hill and the Development.



Boutique Hotel

Situated on one of the sites, the Development will have a boutique Hotel and Spa that will be a magnificent haven of rejuvenation and escape. With a small number of hotel rooms, this refined and tasteful Hotel will have just the right blend of urban sophistication and Morgan Hill warmth. The Hotel will pamper their guests with spa services and a leisurely pace. From each room, guests will be able to gaze across views of the hills and downtown streets and will be connected directly to the downtown area and Third Street Promenade, making it the perfect place to stay for special events.



Various hotel amenities that will be available will include:

- Spa with Treatment Room
- Fitness Facility
- Business Center
- Meeting Space
- Restaurant
- Boutique Retail

Parking

ADMI Believes that parking for commercial and residential uses should be centralized at the middle of the block and immediately adjacent to all uses.

The proposed uses and site constraints will determine the number of parking spaces needed to accommodate the density proposed for each block.

We believe that assigned parking for each parcel is inefficient. Valuable commercial space at the ground level will reduce the potential to maximize such use. A parking structure at the center of the block with a service road separating the commercial/residential structures and creating a service road,

will accommodate back-of-houses uses such as deliveries, garbage collection and utility services. At the upper levels, the incorporation of bridges connecting to the residential would provide convenience and security.

Residents will have assigned parking within the structure and parking space and residential parking areas will be separated with physical devices from the public portion of the structure.

Green Building Features

ADMI proposes to incorporate a comprehensive sustainable component to all aspects of the proposed development plan. Our approach is to focus as much as possible on passive green systems by utilizing the following:

- **Solar Studies**
Solar studies and shade analysis to determine the mass, shape and footprints of the new buildings and the accessibility of the sun to interior spaces of the buildings throughout the year.
- **Landscaping**
The incorporation of deciduous trees at the street, garden and courtyards, is a natural solution to maximize the benefits of the sun during the winter season and to reduce the effects of the sun during the summer months.
- **Building Materials**
We propose to utilize as many passive energy saving architectural components, such as glass and operable windows with double-glazed glass, operable shading devices at south/west facing exterior terraces, balconies, glazed areas and large roof overhangs. Additionally the selection of energy saving, lighting, electrical, and mechanical components will serve as supplements to the passive systems proposed.

Development Phasing

ADMI will work diligently with the City and Agencies to avoid issues during the implementation phase.

STATEMENT OF QUALIFICATIONS & PROJECT LIST

*"We Understand
Quality,
Schedule & Budget"*

The principals of ADMI have a proven track record with over 150 years of collective experience managing the design and construction process for the private and public sectors. Our major strength is our depth of experience in managing quality projects from major Theme Parks and Retail/Entertainment Centers to single one-of-a-kind boutique hotel projects. While working for or with its **Fortune 500** clients in employment or consultants, ADMI Principles have developed projects from the pre-schematic phase to final turnover. ADMI's standard is to incorporate skills developed in one industry into cost-effective solution for others. This experience will prove invaluable when developing and executing the Mixed Use Resort Development project.

RETAIL/ENTERTAINMENT PROJECTS

WALT DISNEY WORLD Orlando, Florida



The Magic Kingdom is the first theme park built at the Walt Disney World Resort in Lake Buena Vista, Florida, USA. It opened on October 1, 1971; it is the most famous Florida theme park. Designed and built by WED Enterprises (now known as Walt Disney Imagineering), the park's layout and attractions are similar to Disneyland Park in Anaheim, California.

EPCOT CENTER Lake Buena Vista, Florida



EPCOT spans over three hundred acres and features two distinct sections: Future World, where pavilions showcase the technology and promise of the future and World Showcase, a massive collection of pavilions depicting various countries from around the world, which is placed around a 40-acre "Showcase Lagoon." In addition to providing the public with world-class entertainment, it has also developed innovative solutions to the problems of transportation, building construction, waste disposal, and supplying electrical power.



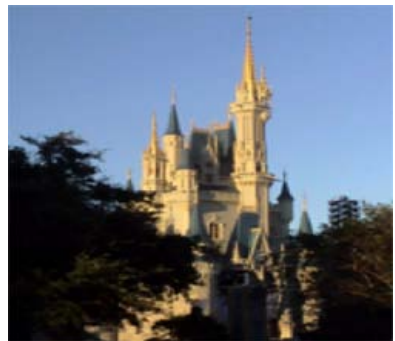
DISNEY'S MGM STUDIO TOUR **Orlando, Florida**

Disney's MGM Studio Tour was the third theme park built at the Walt Disney World Resort in Lake Buena Vista, Florida, USA. Spanning 135 acres in size, its theme is show business, drawing inspiration from the heyday of Hollywood in the 1930s and 1940s. The park opened on May 1, 1989.



ANIMAL KINGDOM **Orlando, Florida**

Disney's Animal Kingdom is the fourth theme park built at the Walt Disney World Resort in Lake Buena Vista, Florida, USA. It opened on April 22, 1998. It is the largest Disney theme park in the world, covering more than 500 acres.



TOKYO DISNEYLAND **Tokyo, Japan**

Tokyo Disneyland is a 115 acre theme park at the Tokyo Disney Resort located in Urayasu, Chiba, Japan, near Tokyo. It was the first Disney park to be built outside of the United States and was opened on April 15, 1983.



EURO DISNEYLAND **Marne-la-Vallée, France**

Euro Disneyland is a theme park and recreation resort in Marne-la-Vallée, 32 kilometers east of Paris, France. The complex features two theme parks, an entertainment district and seven resort hotels. With over twelve million visitors a year, it is one of Europe's leading tourist destinations.



DISNEY'S CALIFORNIA ADVENTURE

Theme Park Development, Anaheim, California

Disney's California Adventure development included 13 major attractions and 19 theaters, amusements and family attractions, as well as 23 family dining experiences and 16 retail shopping experiences in excess of 100,000 square feet.



PLEASURE ISLAND

Lake Buena Vista, Florida

Pleasure Island is a 12 Acre 183,000 sq. ft nighttime entertainment complex. Pleasure Island comes alive with eight themed nightclubs, Adventurer's Club BET Soundstage Club, The Comedy Warehouse, 8Trax, Mannequins Dance Palace, Motion, Pleasure Island Jazz Company and Rock & Roll Beach Club, Four Restaurants, Fulton's Crabhouse, Portobello Yacht Club, Missing Link Sausage Co. and DZertz and 60,000 square feet of retail shops.



METREON

Retail Entertainment Center, San Francisco, California

Metreon, a Sony Entertainment Center is a first of its kind entertainment and technology marketplace covering 350,000 square feet on four levels. Metreon features 15 movie theatres, an IMAX Theatre, unique interactive entertainment, nine restaurants and world class shopping.



MEDIAGE

Retail Entertainment Center, Tokyo, Japan

Mediage, a Sony Entertainment Center, Sony is a 300,000-square-foot segment of the 900,000-square-foot Aqua City complex in Odaiba, Tokyo. Surrounding an atrium, the center consists of the 13-screen cinema complex, three unique attractions and music cafes where guests can enjoy meals while listening to live music, and other uniquely themed restaurants and shops.



MUSIK BOX

Entertainment Center, Berlin, Germany

The Musik Box, a Sony Entertainment Center, is a 30,000-square-foot urban entertainment center contained within the Sony Center in Berlin. It consists of 6 major music themed entertainment experiences.



UNIVERSAL CITYWALK®

Universal Studios, Florida

Universal CityWalk® is Orlando's hottest spot for dining and entertainment. It's a 30-acre entertainment complex featuring the best in live music, casual and fine dining, dancing, shopping, and a 20-screen cinema.



APPLE STORES

Worldwide

ADMI's executives assisted in the launching the worldwide retail initiative which has successfully generated revenues in excess of billion dollars for Apple Computer. The first two Apple Stores opened on May 19, 2001. Apple opened its 200th store on October 26, 2007 in Gilbert, Arizona, 2,251 days after opening its first store. Flagship stores have opened in New York City, Los Angeles, Chicago, San Francisco, Tokyo, Osaka, and London. Apple has received numerous architectural awards for its store designs.



SONY STYLE STORES

New York, San Francisco

The Sony Style fashion retail stores are designed to educate consumers about integrating technology into their lifestyles, and serve as a showcase for Sony's most innovative electronics and entertainment products and services. The first two Flagship stores were opened in New York City and San Francisco.

OUR TEAM STATEMENT OF QUALIFICATIONS

ADMI



DISCOVERY COMMUNICATIONS

The Discovery Channel Stores

NATIONAL GEOGRAPHIC VENTURES

Retail, food, and beverage services at two of their 3 IMAX theaters

HOTELS/HOSPITALITY PROJECTS

DISNEY'S GRAND CALIFORNIAN HOTEL & SPA **Anaheim, California**



Grand timbers and authentic landscape of Disney's Four Diamond 745 room hotel and spa. Rich detail and refined décor inspired by the style and architecture of the early 20th century Arts and Crafts Era, this development provided five different restaurants and a conference facility which included 19 meeting rooms totaling 20,000 square feet.

HARD ROCK HOTEL® **Universal Studios, Florida**



This AAA Four Diamond Award® California mission-style resort with a rock 'n' roll theme opened in January 2001. The resort is set on 19 acres, has 650 elegant guest rooms and suites and features Orlando's largest heated outdoor pool. It appears on the Conde Nast Traveler Magazine's Gold List – of World's Best Places to Stay.

PORTOFINO BAY HOTEL **Universal Studios, Florida**



The Portofino Bay Hotel, a Loews Hotel, was inspired by the famed Mediterranean seaside resort. This AAA Four Diamond Award® winning hotel features 750 guest rooms, including 45 spacious suites. It appears on the Conde Nast Traveler Magazine's Gold List – of World's Best Places to Stay.

OUR TEAM STATEMENT OF QUALIFICATIONS

ADMI



ROYAL PACIFIC RESORT **Universal Studios, Florida**

The Royal Pacific Resort, a AAA Four Diamond Award® winning hotel, is set on 53 acres and features 1000 guest rooms. The South Pacific theme includes teak wall hangings and an orchid garden. The hotel has restaurants, including Emeril Lagasse's Tchoup Chop and an enormous Lagoon Pool.



WATERFRONT HOTEL **Santa Barbara, California**

A planned five star, \$80 million, 150 room property totaling 146,000 square feet on 5.5 acres. The Project has recently completed the feasibility stage with all entitlements in place.



FESS PARKER DOUBLETREE **Santa Barbara, California**

The Fess Parker Doubletree Hotel AAA Four Diamond Award® renovation includes 360 elegantly appointed guest rooms and suites, over 45,000 square feet of meeting space, a 12,000 square foot Grand Ballroom and ocean view Banquet Rooms. The renovation also includes the public spaces, as well as the "Cafe Los Arcos" and bar area.

WATERPARKS



BLIZZARD BEACH **Orlando, Florida**

Blizzard Beach is a water park located within the Walt Disney World resort in Lake Buena Vista, Florida. The park opened on April 1, 1995 and was the third WDW water park after River Country and Typhoon Lagoon.

OUR TEAM STATEMENT OF QUALIFICATIONS

ADMI



TYPHOON LAGOON **Orlando, Florida**

Typhoon Lagoon is a water park located within the Walt Disney World Resort in Lake Buena Vista, Florida. The park, which opened on June 1, 1989, is home to the world's largest outdoor wave pool.

CORPORATE CAMPUSES



APPLE COMPUTER **Cupertino, California**

Apple Computer occupies six million square feet of facilities in twenty-eight countries and has an annual facilities budget of 260 million dollars. The ongoing challenge is meeting the needs of an ever changing industry and challenging high technology facility needs and requirements.

Other recent and current projects:

Hotels/Hospitality

- Watermark Hotels- San Antonio, Texas
- Boutique Hotel (State Street)- Santa Barbara, California
- Hotel Intercontinental – New Orleans, Louisiana
- Lincoln Suites – Washington D.C.



Commercial

- City of Irving, Texas
- 900 North Michigan Avenue – Chicago, Illinois
- 311 South Wacker – Chicago, Illinois
- Apple Computer – Cupertino, California

OUR TEAM STATEMENT OF QUALIFICATIONS

ADMI

MULTI-FAMILY/RESIDENTIAL



CRESTVIEW CONDOMINIUMS

Park City, Utah

A \$13 million, 120-unit condominium project. Crestview consists of five buildings, a clubhouse, swimming pool, gazebos, hot tubs, community trails, covered and underground parking.



WILTON PLACE CONDOMINIUMS

Los Angeles, California

18-unit condominium project built in 2002. Three stories with 2 bedroom units, common area and underground parking.

Other multi-family projects:

Condominiums

- Beacon Street- Los Angeles, California
- Darlington – Brentwood, California



SINGLE FAMILY CUSTOM HOMES

Deer Crest

Deer Valley, Utah



Glenwild

Park City, Utah

Promontory

Park City, Utah



North Kinneloa Ranch

Pasadena, California

ADMI, Inc.

Innovators of Spectacular Space

OUR TEAM STATEMENT OF QUALIFICATIONS

ADMI

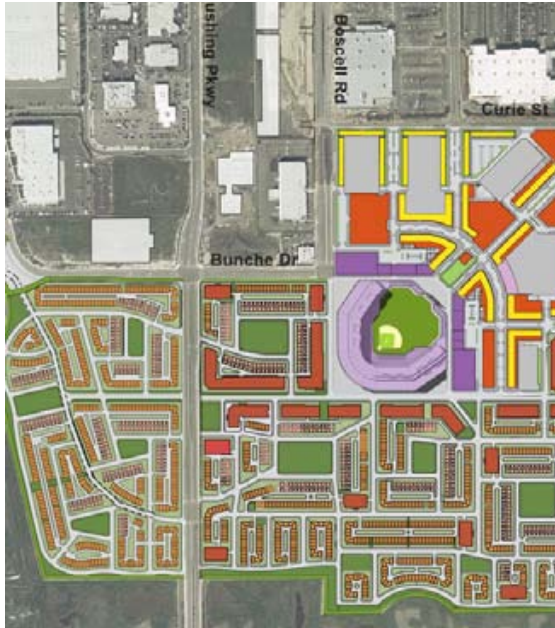


International (Various)

- Tokyo Disneyland – Tokyo, Japan
- Euro Disneyland – Paris, France
- Disney Cruise Lines – Venice, Italy
- Sony Mediage – Tokyo, Japan
- Sony Musik Box, Berlin, Germany
- SS Princess – Helsinki, Finland
- Fakieh Hospitality Projects – Jidda, Saudi Arabia
- Universal Studios – Osaka, Japan
- Universal Studios Port Aventura – Barcelona, Spain

OUR TEAM STATEMENT OF QUALIFICATIONS

GENSLER



Ballpark Village

Fremont, CA

Gensler has recently been retained to develop the Master Plan for the new 100-acre Oakland A's baseball stadium complex in Fremont, California. Set amidst a new 750,000 square foot retail and entertainment center, this new "ballpark village" seeks to establish a new precedent in both modern stadium design and the development of "urban infill" projects in a suburban setting. Adjacent to the village is 60 acres of mid to high density residential, accommodating 3,500 units in a lush, "Central Park-like" environment.



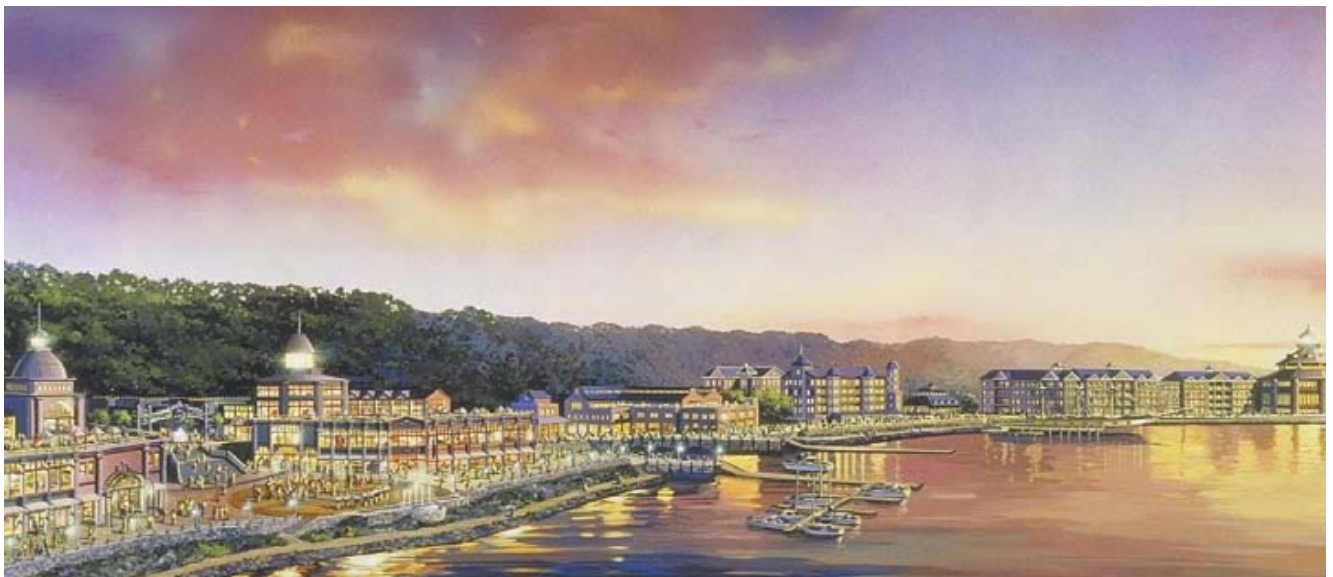


National Harbor

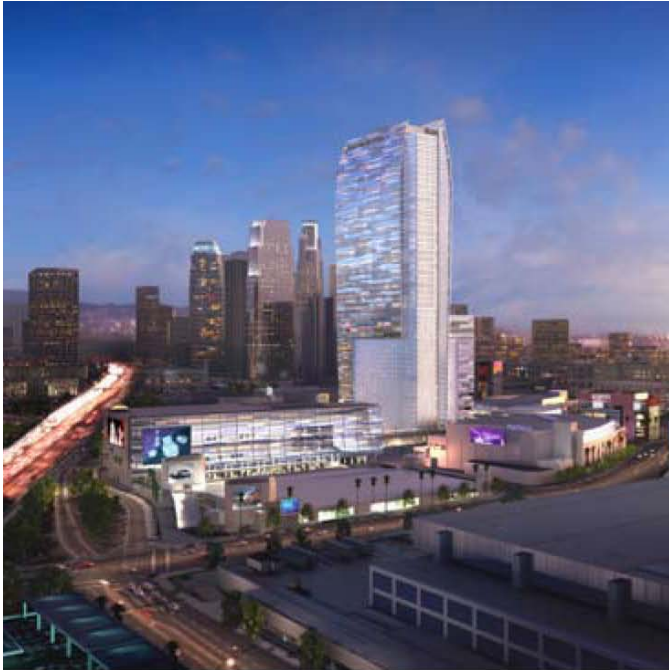
Prince George's County, Oxon, MD
150-acres

The Peterson Companies, recognized leaders in retail, commercial, residential and planned community development, commissioned Gensler to provide master planning and concept design for National Harbor, a 150-acre resort, retail and entertainment destination on the banks of the Potomac River. Less than a mile south of Washington, D.C., National Harbor includes family-oriented attractions, show venues, nightclubs, shops and restaurants along 1.25 miles of waterfront. Rounding out the mix is a multiplex cinema and special format theater, a sports-themed activity complex, and showcase educational and cultural attractions.

The waterfront promenade links activity areas to two resorts and a conference center, all with access to the water and beautiful scenic views of the Potomac. A marina and piers allow boats and water taxis to connect National Harbor to nearby Alexandria, Washington and Mount Vernon. The design concept of National Harbor harkens back to the traditional architecture and townscapes of the Capital region, interpreted for the beginning of a new century.



ADMI, Inc.



The Ritz-Carlton Hotel & Residences and JW Marriott at L.A. Live

Los Angeles, CA
1,001 keys

Gensler's design of the 55-story Ritz-Carlton Hotel and Residences and JW Marriott at LA Live is the visual and economic anchor of the LA Live! Entertainment district and a symbol of the larger community renaissance in Downtown Los Angeles's South Park neighborhood.

At the intersection of two major freeways, adjacent to a sports arena and the Los Angeles Convention Center, the project is the first skyscraper to be built in Downtown Los Angeles in nearly two decades. The hotel and residences are supplemented by a 100-square-foot convention facility extending to the west. With its 45,000 square feet of ballroom space, the facility will become an accessory to the Los Angeles Convention Center, hosting smaller conventions and supporting exhibits within the convention center.

The building itself comprises five programmatic areas: a three-floor lobby/reception area, 21 floors of JW Marriott Hotel, five floors of Ritz-Carlton Hotel, 26 floors of Ritz-Carlton condominiums and the convention facility. The two hotels total 1,001 keys (878 JW Marriott, 123 Ritz-Carlton keys) and 224 residential units top the building.

The tower is defined by two moves: a volume that expands as it rises and a shimmering veil of variegated glass. This curtain wall is cut out on lower floors, corresponding to the rooms of the JW Marriott, which are five feet smaller than the Ritz-Carlton hotel rooms above. Floor plates cantilever off the building's columns as the residential units increase in square footage. The building envelope is compressed again near the top where units expand vertically as two-story penthouses, rather than horizontally.

Although it will be buffered from traffic along the street by landscaped walls and lighting features, the JW Marriott Hotel lobby is a pass-through space, providing access from the street to the Nokia Theatre and Nokia Plaza.



OUR TEAM STATEMENT OF QUALIFICATIONS

GENSLER

River Oaks District

Houston, TX



Gensler and Oliver McMillan are creating the premier luxury retail environment in Houston. The 300,000 square feet of luxury and boutique retail lining the shade-covered streets of The River Oaks District evoke the character and elegance of Rodeo Drive.

Oaks lining the streets create a sense of lushness as well as providing vital shade to an active street scene below. The project is anchored by a magnificent dining terrace featuring numerous bistro, quick serve and café destinations collected underneath a flowing canopy, creating a unique, inviting, and protected outdoor dining experience.

Above street level four new towers serve as anchor points and major landmarks to the surrounding context, creating two new separate hotel-condominium destinations providing 450 rooms and 300 residential units combined, a 300 unit apartment tower and a 200,000 square foot office building.



ADMI, Inc.

Innovators of Spectacular Space

Universal CityWalk Seoul

Seoul, Korea



The idea for CityWalk Seoul in Korea is to create a leisure-oriented entertainment retail destination for local residents as well as resort visitors. It can be described as an entertainment retail center that blends lifestyle dining, and entertainment elements modeled after similar CityWalk projects around the world.

Planned as a series of pedestrian-scaled streets, plazas, and promenades, CityWalk Seoul has an open ambiance, which will compliment a highly diverse mix of retail, dining, nightclubs, broadcast studio, cinemas and other entertainment venues. CityWalk Seoul will also be the platform for special event programming including live music, product introductions, festivals, and holiday events.



MGM MIRAGE CityCenter

Las Vegas, NV

18.6 million sf



With the objective of creating a cosmopolitan, urban center at the heart of the Las Vegas Strip, MGM MIRAGE carefully assembled a team of design industry leaders to realize its vision, and charged Gensler with overseeing the design team.

As master architect on the 18.6 million square foot development, Gensler manages the entire design process and acts as the client's trusted advisor. The firm directs design decisions toward the client's vision, facilitates communications within the design team, bridges gaps among the teams' various players and solves problems that develop during the course of the project.

Because of Gensler's longstanding commitment to sustainable design, the firm has also been central to guiding CityCenter through the LEED registration and certification process.

Gensler is also responsible for the project's brand design and signage and wayfinding, and the design of the award-winning Automated People Mover that links CityCenter to the neighboring Monte Carlo and Bellagio resorts.



House of Blues

Atlantic City, NJ

House of Blues at Showboat Atlantic City anchors the eastern end of the city's legendary Boardwalk — formerly a terminus, but now a starting point for future growth. The project involved renovation and new construction of nearly 120,000 square feet at Showboat Hotel and Casino, including a major overhaul of the 300 foot long Boardwalk façade. Traditional House of Blues components like the Music Hall, Restaurant and Company Store are complemented here by site specific features such as themed Casino gaming areas.

The Streamline Moderne inspired design recalls the 1930's when Atlantic City was known as the "world's favorite playground." Characteristic flowing lines and smooth curves evoke movement; while prominent horizontals and illuminated pilasters add rhythm — appropriate themes for the dynamic tenant. The landmark sign tower marks the entrance, and becomes a glowing beacon in the night sky. Sweeping curves funnel guests into the property under a marquee energized with neon, recalling grand movie houses of old.

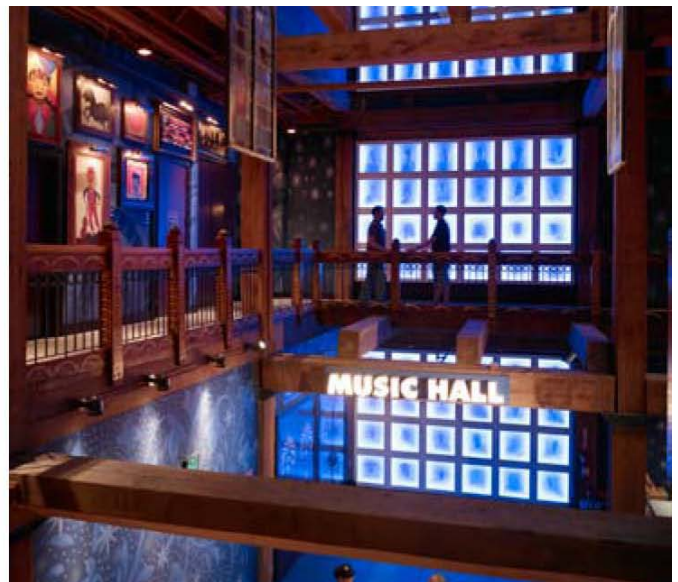


House of Blues

Dallas, TX

In an ongoing relationship with Hillwood Developers and the House of Blues Gensler has recently completed Feasibility Studies and Conceptual Design for the new House of Blues location in the Victory Development in Dallas, Texas. The site features an outdoor plaza and is adjacent to the American Airlines Arena. The program for the new 50,000 square foot venue includes a full performance stage, a 300 seat full-service restaurant, a 400 person special events and outdoor venue overlooking the Dallas skyline in addition to a private Foundation Room, a trademark of the House of Blues brand. The proposed new site aims to anchor and activate the Victory development which is a ~90-acre master planned urban town center.

Most recently Gensler has been commissioned by House of Blues to perform Feasibility Studies and Preliminary Conceptual Designs for additional sites in Philadelphia and Baltimore.



Other Recent or Current Gensler Projects

- The Glen Town Center, Glenview, IL
- Club Nokia at L.A. Live!, Los Angeles, CA
- Universal CityWalk, Osaka, Japan
- Cinerama Dome, Hollywood, CA
- AMC Downtown Disney, Anaheim, CA
- Guasti Vineyard Redevelopment, Ontario, CA
- Miracle Mile Shops at Planet Hollywood, Las Vegas, NV
- ArcLight Cinemas, Sherman Oaks, CA
- Nickelodeon Resorts by Marriott, San Diego, CA
- North Hollywood Transit Oriented Development, North Hollywood, CA
- Peachtree Center, Atlanta, GA
- The Pacific Theater, Hollywood, CA
- American Film Institute (AFI) Silver Theater, Silver Spring, MD
- Sony Metreon, San Francisco, CA
- Motorola M-Lab, Sunrise, FL
- Space City, Shanghai, China
- Toys “R” Us, New York, NY
- Discovery Channel Store, Washington, D.C.
- IMAX Theater, Providence, RI
- Disney’s California Adventure, Anaheim, CA
- Sorcerer’s Hat Icon, Downtown Disney, Anaheim, CA
- Tokyo DisneySeas
- Universal Studios Front Gate, Orlando, FL

OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

Service Lines:

- Acquisition and Disposition Services
- Auction Services
- Brokerage & Transaction Management
- Capital Services
- Construction Management
- Corporate Services
- Investment Analysis
- Market Research & Analysis
- Project Management
- Property Development
- Property and Facilities Management
- Relocation Services Hospitality

Property Types:

- Office
- Land
- Investment
- Retail
- Industrial

Company Profile

A leader in the commercial real estate industry, Coldwell Banker Commercial was founded in 1906 after a devastating earthquake in San Francisco. For 100 years, CBC has maintained its original principled vision of providing honest and exceptional service to its clients, and continues to enjoy prominence as one of the leaders in the commercial real estate industry.

Today, the Coldwell Banker Commercial network of brokers can be found in 30 countries in North America, South America, Europe, Africa, Asia and Australia, providing the largest geographic footprint of any commercial real estate organization.

2007 Volume	Transaction	Value
Leases	12,204	\$7.11 Billion
Sales	12,568	\$8.67 Billion
Total	24,772	\$15.78 Billion

- CBC named the #1 Commercial Brokerage Company in Utah, 2007
- Salt Lake City office named #1 office for CBC world wide - 7th consecutive year.
- Commercial Property News (CPN) names CBC 6th largest company for brokerage revenues in 2005
- Multi-Housing News names CBC #1 in terms of multi-housing transactions.
- More than 450 Commercial offices operating in 30 countries world wide



ADMI, Inc.

OUR TEAM STATEMENT OF QUALIFICATIONS COLDWELL BANKER COMMERCIAL

Retail Maps:

- Retail Tenant Competition - Regional malls, power centers, or large community centers within a specified market area listing the locations of major retailers. These maps enable the integration of demographic, business, and competitive data and accurately evaluate potential in the trade area, analyze market potential, and determine the success of a potential site. All maps are available with either street map or aerial imagery.
- The purpose and need for retail maps is to evaluate new locations, identify competition, review site performance, or evaluate locations based on demographic analysis.

Analysis:

- Analytical layers may be added to tenant competition maps. Once these layers have been calculated, demographic data such as population, household income, education, consumer expenditure etc. can be added.
- Trade Area Analysis – Custom areas that determine market potential and help choose optimal locations.
- Drive Time Analysis – Highlights drive time from a specified location within a metro area. For example, from a particular site, this analysis shows how far one can drive in 5, 10, 15 minutes and basic demographics (population, income, etc.) may be included within the drive time.

Site Analysis and Mapping

Coldwell Banker Commercial NRT has the in-house capability of creating custom maps and site analysis on a local, regional, and national level for our professionals and their client's needs throughout the country.

Mapping provides the ability to analyze and visualize business data which reveals trends, patterns, and opportunities that are hidden in tabular data. By combining information from a variety of resources, maps help gain a greater understanding of the clients, their competition, and the market.

Major Retail Tenant Competition



Restaurant Competition



Trade Area Analysis



Drive Time Analysis



OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

Analysis:

- Radius Analysis - Shows given radiuses from a specific location or multiple locations. This type of analysis is generally used to generate a visualization of the market and the tenants or demographics within that area.
- Density Analysis - Provides a visual comparison of a demographic. For example, population density may be represented by contrasting colors, where darker colors represent a higher concentration of population and lighter colors a lower population.

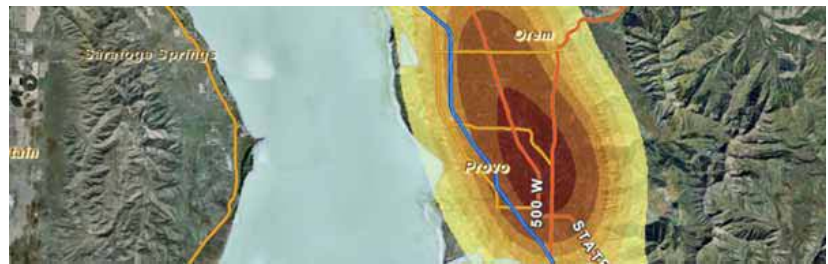
Office Maps:

- Upload or email Excel file of office properties
- Photos or analysis layers, such as radius or drive times, may be added

Radius Analysis



Density Analysis



Office Properties



Office Properties Including Photos



OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

Local Website



Online Materials:

- Website - instant access to information 24/7. We are focused on the ability to respond quickly to information needs on listings by allowing media rich email and web access to listings.
- P-Mailers - Media-rich, web based HTML Email marketing is more likely to be noticed and smaller to send to clients than simply including documents in the communication.
- Corporate Website - The Coldwell Banker Commercial International website offers clients the ability to immediately access listings nationwide.

P-Mailers



Corporate Website



OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

Data & Statistics

Coldwell Banker Commercial currently has a team specifically dedicated to consistent research of Utah's commercial real estate market, providing a fresh insight into emerging trends in the market.

The data team tracks all commercial real estate back to the day it was built, including leases, sales and ownership information. This enables Coldwell Banker Commercial agents to quickly and accurately provide representation of how sales or lease rates should change for any given property. Based upon this team's findings the retail, industrial, land and investment division of Coldwell Banker Commercial completes a study on market conditions every six months.

Coldwell Banker Commercial 2007 Year-End Market Report



OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

Efficient Marketing:

- Rich Email Marketing allows us to send nicely formatted email to clients, increasing chances of gaining attention.
- Instantly enables potential buyers access to information.
- Small email file size with links to large files saves download times for clients.
- Provides as much information to out of state buyers as possible without having been to the physical site themselves.
- Our listings are broadcast to multiple listing services to provide maximum exposure:
 - ColdwellBankerCommercial.com
 - Black's Guide (National Online Publication)
 - LoopNet.com
 - Wall St. Journal (National Online Publication)
 - Catalyst (Coming Soon)

Technology

Professional marketing collateral produced by our in-house design team conveys all the important information for quickly distributing to potential clients via print, email and the web. Using the web as a method of dissemination allows us to quickly change information and materials, and alert clients to updates.

P-Mailers

The screenshot shows an email p-mailer for Coldwell Banker Commercial. At the top, it says "If this email does not display properly visit this content online [HERE](#)". Below is the Coldwell Banker Commercial logo and address: "6550 South Millrock Drive, Suite 200 | Salt Lake City, Utah 84121 | 801.947.8300". The main heading is "FOR LEASE" in a blue box, followed by "Valley Fair Mall" and "3500 South 2700 West - West Valley, Utah". The "SITE INFORMATION" section lists features: "AVAILABLE existing 589,797 GLA expanding to 1,053,000 GLA", "62 acre development", "Town Center with park, fountains, and amphitheatre", "Big Box / Mid Box / Town Center", "Enclosed Mall Space / Restaurant Space", "One of the 1st Malls to Combine Town Center, Enclosed Mall, Power Center and Entertainment Center in one location!", "Easy access and visibility to I-215", "Easy access to Light Rail Hub with 15,000 users per day", and "Great established trade area". To the right is a rendering of the mall entrance. Below the list are three buttons: "DOWNLOAD FLYER", "VIEW AERIAL", and "VIEW SITE PLAN", each with a download icon. At the bottom, it says "FOR MORE INFORMATION CONTACT:" followed by contact info for Rich Robins (rich.robins@coldwellutah.com) and Rich Coles (rich.coles@coldwellutah.com).

OUR TEAM STATEMENT OF QUALIFICATIONS

COLDWELL BANKER COMMERCIAL

ICSC

Coldwell Banker Commercial maintains a highly visible presence with a 4,500 square foot booth at the International Council of Shopping Centers (ICSC), the world's largest gathering of real estate professionals. Every May, Las Vegas is home to the national convention where Coldwell Banker Commercial represents both landlords and tenants to the world. As a dominant retail brokerage this significant presence at the world's foremost retail convention allows us to market our properties and tenants to over 50,000 attendees and potential buyers or investors.

Booth Rendering

ICSC:

- National and Regional retail conventions that offer unparalleled exposure for tenants and landlords.
- Property is highlighted in video presentations in the booth.
- Property is included in Coldwell Listings Publication distributed to visitors and clients.



Booth Meeting Rooms



ADMI, Inc.

Innovators of Spectacular Space

ADMI Inc.'s approach to our proposed Mixed Use Development will be to create a place that grows from an understanding of the rich history of Morgan Hill with a view towards the future, a place for people.

We clearly understand that we are not just building for today. Our proposed Mixed Use Development will anticipate the future lifestyles of the people of Morgan Hill and emerging trends in the marketplace.

Our proposal will be a model of the best sustainable design both in terms of how our proposed development will be built and how people live, work and play within it. We intend to create a quality experience that balances both form and content by blending a unique offering in a great environment. We will provide a program that is relevant to the market and users, which will be flexible to change over time.

Our proposed Mixed Use Development will celebrate the special attributes of “place making”, and its design will “WOW” our visitors.

Our proposed development will be built on a solid business plan and phasing strategy, it will leverage commercial viability with community and civic need.

To assure a successful project, ADMI Inc.'s team of professionals will manage the full scope of the development proposed, for all facets of the project. Contained within the following pages, ADMI Inc. will provide our strategy programming, implementing and funding the proposed Mixed Use Development.

PROJECT APPROACH / OUR TEAM LEASING COLDWELL BANKER COMMERCIAL

Tenant Process

Establish Our Tenant's Goals

Review our tenant mix, market requirements, and provide competition analysis.

Define Requirements of Our Tenant Mix

Establishing strategy for utilization of office and retail space, contract needs and tenant's requirements.

Determine Our Target Areas

Develop a specific program outlining overall market saturation, type and mix.

Produce Our Overall Market Survey

Provide a specific program that will outline overall market saturation.

Establish Detailed Site Data

This includes but is not limited to the following: Working with developers on Site plans, specific space or lease plans, traffic counts, overall retail strategy, site signage parameters, CAM, Taxes, Insurance, specifics as it relates to the site.

Preparation and Execution of the Lease Document

The preparation and execution of the lease documents will be in accordance with our requirements, Coldwell Banker Commercial will facilitate and expedite the handling of all leases and will assist with lease points and clarification.

Lease Finalization and Construction Start

Once the lease document has been negotiated and then executed by both parties. Coldwell Banker Commercial will work with tenant coordinators to follow along through the construction phase if there are any needs required by the tenant or with the landlord as it relates to the lease interpretation.

Grand Opening

Once the Developments have tenants and are open for business, Coldwell Banker Commercial, along with the tenant will monitor the progress throughout the lease term and if there is a need to expand or contract as time goes on, Coldwell Banker Commercial will facilitate those needs for the tenant.

A consortium of public/quasi-private investment Funds would provide the source of capital for the downtown development opportunity.

We would employ these Funds to begin our efforts with the initial purchase of land and the intended development site(s). As is customary, letters of recommendation would be supplied by the various lenders.

It is assumed that the City would only be responsible for capital investment to cover the cost for all public uses, including: right-of-way, plazas and public parking. The primary investment entities would be responsible for all capital investment required to cover the remaining development costs.

Financing Structure

One hundred percent (100%) equity could be provided to a substantial Bank through several public/private-funds that invest in communities like Morgan Hill. ADMI, Inc. would draw down necessary development and construction phase amounts. The proceeds would cover the developer retainer fees, architectural, land planning, engineering, legal fees and various additional expenses.

FINANCING FOR ECONOMIC GROWTH

In the current financial climate even the best companies and business opportunities are unable to secure the necessary financing. The equity and debt that is available has such onerous terms attached with it that companies are simply choosing not to expand and grow.

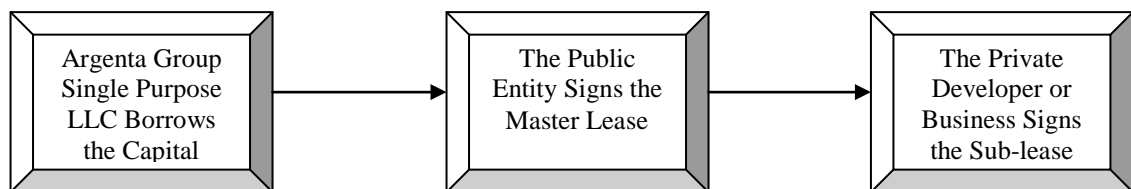
Argenta Group (AG) has worked closely with city and county entities to develop a product that directly addresses the needs facing public sector economic development efforts. By responsibly extending AG's financing option to qualified companies and projects, the public sector is resolving the credit market problem forcing economic stagnation. Also, the public sector is offering a financing mechanism that offers favorable financing terms and conditions.

How it works?

AG borrows the money to build the private party's building or facility according to the private party's specifications. AG's single purpose entity will own the asset during the lease term. The public sector entity is not borrowing money or guarantying a loan.

AG has an "all net" master lease (capital lease) with the public sector entity. At the end of the lease term the public entity will pay \$1 and then own the asset free of debt associated from the original amount borrowed. The city and/or its agency is providing credit enhancement.

The public sector then has an "all net" sublease (capital lease) between itself and the private developer.



The private party can have a sub sub-lease with another party. Further, the private developer can arrange with the city to make developer profits like they normally would.

Financing Points to Consider

- Term of lease 15 to 30 years
- Fees at closing 2 to 3 points
- Fixed rate 7.5% to 8.5%
- 100% financing of appraised value
- Capitalized interest
- Working capital possible in the initial financing

AG's financing is a one-time permanent financing option. Once the project is funded the lease term begins and the underlying debt amortization schedule starts. The funds are released for construction in a process similar to a typical construction draw process.

Choosing the Right Project

AG is structuring the financing for projects that communities deem necessary as an essential need or use. AG wants to finance projects that the community wants, that will drive tax dollars, and that are low risk. AG suggests that the public sector use the AG mechanism for projects that are financially sound. With the AG mechanism in place the public sector should court financially sound and qualified businesses.

AG suggests that tax increment normally used to court companies be kept and held in some form of reserve account and that the public sector entity offer businesses the AG financing option as the incentive, which more directly addresses their need. It is proposed that AG work directly with the economic agencies or districts and indirectly with the actual cities and counties.

How do private developers respond to the AG financing model?

Developers still act as developers. They are still able to make fees and own the assets at the end of the lease term. The developer still works through the design and construction contract process by working directly with the architects and general contractor. Further, the developer or company is getting a long-term fixed rate financing option at market rates. The company can get 100% financing of the appraised value.

Why help a company refinance?

In difficult economic times one of the best things to do to help a company is assist them obtain friendlier financing terms. Favorable financing terms can be the difference between a business maintaining its staff numbers or layoffs. Further, in the current market banks are forcing complete repayment on performing loans by way of covenants in the loan documents causing financially sound businesses to shut down.

AG's A to Z plan of action process

1. Underwrite the credit worthiness of the city
2. Obtain credit acceptance from underwriter
3. Review and approval of lease agreements and contracts

4. Obtain LOI between AG, public entity, and private company
5. Term sheet issued
6. Conditional lease documents executed
7. Due diligence period and final materials gathered (third party reports)
8. Construction documents (construction contract and GMP due at this time)
9. Executed lease becomes non conditional and fully binding

Preferences for financing

AG prefers to use its mechanism in metropolitan areas for projects that the community feels are essential to the community. As a general guideline AG has a preference of working on projects in cities that have a population in excess of 30,000 people and are part of a much larger metropolitan area. Project types currently under consideration are sewer plants, rehab hospitals, senior centers and assisted living facilities, office buildings, recreation centers or family centers (theatres and arcades), and other business centers.

AG is one of several funds that ADMI has lined up to provide the financing for this development.

References

ADMI, Gensler and Coldwell Banker Commercial will provide references upon being invited to take the next step with the City of Morgan Hill.

ADMI Inc. would like to thank the City of Morgan Hill for reviewing our submission.